

# Business models for FAIR and open energy data



# *Data challenges in the energy sector*

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... slowing down data-driven business models and digitalization in the energy sector

- **Data silos** hinder interoperability within and among businesses
- **Data and metadata are not stored together**, negatively impacting data findability and reusability
- **Data governance lock-ins** due to use of proprietary software and data formats
- Lack of ubiquitous access to sensor-based **real-time data**
- Lack of standardization and standards hidden behind paywalls (e.g., ISO standards)
- Lack of energy data markets

## *What is the value of FAIR energy data?*

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1. Added-value from using the data
2. Saving cost from using the data
3. Sales price of the data in the market
4. Prices from comparable data
5. Costs to reproduce or replace the data

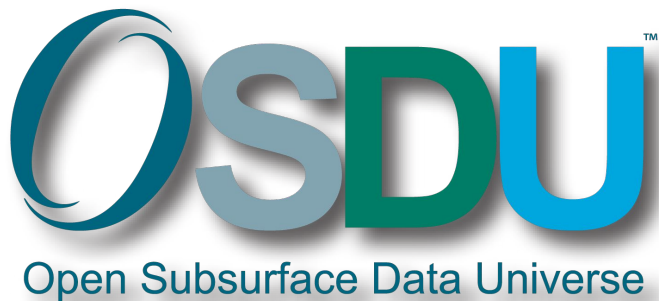
## *What is the value of open energy data?*

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1. Added-value from ~~using~~ **sharing** the data
2. Saving cost from ~~using~~ **sharing** the data
3. Sales price of the **shared** data in the market
4. Prices from comparable data
5. Costs to reproduce or replace the **shared** data

What is a **business model** for open data if companies compete on the data ground???

# *A business case of open data & shared data governance*



## Source:

<https://www.opengroup.org/membership/forums/open-subsurface-data-universe/forum>

The Open Subsurface Data Universe™ Forum provides a vendor-neutral environment for the development of open data platform and ecosystem. It utilizes the global reach of The Open Group to build awareness, recognition, and adoption.

The OSDU forum is open to stakeholders from oil and gas operators, service companies, technology providers, software companies, academia and others. The clear goal is to **share non-differentiating technology** to accelerate innovation and transformation in the industry.

By actively participating in the OSDU Forum your organization can:

- Accelerate platform design and development efforts by taking advantage of work that has already been proven
- Reduce the cost burden of designing and validating a subsurface data platform on your own
- Accelerate your digital agility through increased collaboration with a community of experts

Focus on development and delivery of **new vendor microservices** solutions and **individual operator proprietary solutions** to create **differentiating strategic business workflows and solutions.**

## *A closer look to three business models*

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1. From Top 500: Solar energy data platform
2. Interoperability service for power sector
3. Industry collaboration platform OSDU

## *Energy businesses vs. energy researcher's solutions*

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**Scope:** Platform offers automated data governance and data analytics for a broad range of data

**Landscape:** Coordination to identify non-competitive and common-interest services, has critical mass

**Commitment:** High and visionary, short- & long-term, result-oriented

**Timing & resources:** OSDU started 10-15 years ago, budget for risky projects available and risks are hedged

**Scope:** Isolated projects tackling different aspects of the data challenge with low to no interoperability between them

**Landscape:** Heterogeneous, lack of critical mass, site activity for energy researchers; general administrators lack domain expertise

**Commitment:** Mediocre, potential for scale-up of use cases low, lack of maneuverability

**Timing & resources:** In general: research has small budget & risks must be minimized